



# One Year

of the Tradewinds  
Solutions Marketplace

---

**Accelerating AI/ML, Digital,  
and Data Analytics Adoption**

**NOVEMBER, 2023**



# ABOUT TRADEWINDS SOLUTIONS MARKETPLACE:

The Tradewinds Solutions Marketplace is DoD's digital environment of post-competition, readily awardable, 5:00 minute technology solution pitch videos.

The video solutions housed within the Marketplace are assessed through competitive procedures which satisfy the competition requirements of the Federal Acquisition Regulation (FAR), the Defense Federal Acquisition Regulation Supplement (DFARS), and the Statutes, Policies, and guidance applicable to DoD's Other Transaction Authorities.

The Tradewinds Solutions Marketplace catalyzes innovation, accelerates procurement processes, and supports the DoD's mission by bridging the gap between visionary creators and those who serve our nation.



A gateway to a more **streamlined and innovative approach** to public sector procurement.



Ensures **rapid access** to data, analytics, digital, and AI/ML capabilities while providing a convenient hub for showcasing and promoting innovative solutions within the DoD.



Hosts **5-minute technology pitch** videos that have undergone rigorous assessment and comply with federal regulations.



## FOREWORD:

Welcome to the annual report for the **Tradewinds Solutions Marketplace**, a platform that has been instrumental in connecting Industry, Academia, and other innovators with eager Government buyers. This report provides an overview of our accomplishments over the past year, focusing on key metrics, success stories, and areas for continued growth.

In the past year, over 400 companies submitted their solutions to the Marketplace, underscoring the value proposition for tech-forward industry and academia. A significant number of these submissions met our rigorous standards, earning recognition. Even more impressively, several of these awardable companies went on to secure government awards, highlighting the platform's ability to identify and promote excellence.

Tradewinds Marketplace assessors, subject matter experts in their respective domains, play a pivotal role in maintaining these high standards. Their dedication to excellence is at the core of the rigorous evaluation process, which is crucial in steering the Marketplace toward fostering innovation.

The Marketplace solicited submissions across key tech focus areas to stay aligned with the ever-evolving needs of the DoD within the AI, Digital, and Data solutions space. This approach allowed us to promote progress in various domains, from streamlining business processes to assuring cybersecurity.



During the inaugural year of the Marketplace, we placed a deliberate and distinct focus on feedback sessions – essential to the Tradewinds growth strategy. These sessions provided solution providers with insights and refinements that enhanced the effectiveness of their pitch videos.

The Tradewinds community engaged with us outside of the Solutions Marketplace as well – through social media, events, email and 1-on-1 sessions. Social media accounts saw growth month-to-month; in-person and online events drove key messaging to audiences across both user groups.

In the coming year, Tradewinds aims to continue building upon this momentum and to growing both sides of this marketplace – innovative vendors and government buyers. We look forward to hosting events, such as the Tradewinds Film Festival, which will bring the online Solutions Marketplace to life in a real-world setting. We also aim to expand our community engagement efforts through richer content, upping the ante on feedback sessions, and creating self-serve resources for users to grow and succeed through Tradewinds. As we continue navigating the path of innovation in government procurement, the Tradewinds Solutions Marketplace will become a stronger keystone towards those efforts. See you in Year 2!



“

We were thrilled recently to get an **award through Tradewinds** OTA based on a video we had created for the **Tradewinds Solutions Marketplace**. While crafting the video took some time and effort, it was far less than we typically put into writing a proposal.

”

---

Eric Renouf

**Skaion**

Secured a \$300,000 award through the Tradewinds  
Solutions Marketplace

Customer Organization: TRMC T&E/S&T Cyberspace Test  
Technology



# IN NUMBERS

Growth and engagement of the Tradewinds Community

419

Solution Pitch Videos submitted to the Tradewinds Solutions Marketplace in Year 1

199

Videos **deemed Awardable** by SME Assessors and posted to the Tradewinds Solutions Marketplace

13

Solutions which **received DoD Awards** through the Tradewinds Solutions Marketplace in Year 1

424

**Queries from vendors** answered by the Tradewinds team

2760

**Followers** on the Tradewinds LinkedIn Community



## ACCOLADES:

In its first year, the Tradewinds Solutions Marketplace has been honored with [awards](#) and earned [prestige](#) through recognition by government organizations.

**NCMA Innovation Award 2022:** In its first year, Tradewinds was recognized by the National Contract Management Association as a leader in procurement innovation. This award “recognizes successful applications of innovative or leading-edge contract management practices in ways not previously demonstrated to achieve a mission or organizational goals and results.”

**ACT IAC Award:** Tradewinds also secured this prestigious award, conferred upon those “accelerating government mission outcomes through collaboration, leadership, and education”

Most recently, in October 2023, Tradewinds lead Ms. Bonnie Evangelista received the [Chief Acquisition Officers Council Excellence Team Award](#) which “recognizes acquisition professionals who contribute to outstanding improvements in acquisition throughout the federal government.”

## ON THE HILL:

**House Hearing on Military Use of Artificial Intelligence:** In July 2023, [Marketplace Awardee Scale AI's](#) CEO Alexandr Wang and witnesses specializing in artificial intelligence (AI) and national security testified on using artificial intelligence for military combat before the **House Armed Services Subcommittee on Cyber, Information Technology and Innovation**. Topics included AI ethics, cyber threats, data used to train AI, the importance of collaboration between allies, and how the use of AI impacts democratic versus communistic values.

“

[There have been] immense drives in fast procurement methods for the Department of Defense, notably the CDAO -- the **Tradewinds Program, which is one of the fastest procurement methods for new technologies** in the DoD. The organization has also been actively partnering with many innovative tech companies and bringing their technologies into the DoD -- these are current programs I think we can double down on.

Alexandr Wang, CEO, Scale AI

”

### House Hearing on Military Use of Artificial Intelligence

Scale AI CEO Alexandr Wang and witnesses specializing in artificial intelligence (AI) and national security testified on using artificial intelligence for military combat before the House Armed Services Subcommittee on Cyber, Information Technology and Innovation. Topics included AI ethics, cyber threats, data used to train AI, the importance of collaboration between allies, and how the use of AI impacts democratic versus communistic values. [close](#)



Images courtesy CSPAN



# CELEBRATING SUCCESS

The following vendors have secured DoD Awards through the Tradewinds Solutions Marketplace over the past year:

Company Name	Name of Customer Organization
Uni Robotics dba Air Space Intelligence (ASI)	AMC/A8X Capability Development Division
Mile 2	AF Digital Transformation Office
ASES	AF Digital Transformation Office
Tenet 3	AF Digital Transformation Office
Wichita state university	AF Digital Transformation Office
ScaleAI	CDAO
KungfuAI	CDAO
Pavcon	Office of the Deputy Assistant Secretary of Defense for Environment and Energy Resilience (ODASD (E&ER)) Operational Energy Program Support
Skaion	TRMC T&E/S&T Cyberspace Test Technology
University of Missouri	USSTRATCOM J2-JIOC/J22
Warcollar	Special Programs (PMSP)
Tachyon	Office of the Deputy Assistant Secretary of Defense for Acquisition and Sustainment (OUSD(A&S)) Operational Energy – Innovation Directorate (OE-I), Operational Energy Capability Improvement Fund (OECIF)
Innovet	CDAO
ScaleAI	CDAO
ScaleAI	National Air and Space Intelligence Center (NASIC)

“

Mile Two is extremely excited to kick off these projects with the United States Air Force DTO office! In an ever-changing world, it becomes increasingly crucial to provide our Airmen and Guardians with technology that precisely meets their needs. We are proud to be a partner in this work. **Thanks to Tradewinds AI Ecosystem for making this procurement process simple and efficient.**

Mile 2

”



# ACCELERATING DoD ADOPTION

The Tradewinds Solutions Marketplace solicited for pitch videos across the following key tech focus areas:



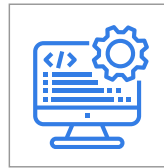
Improving situational awareness and decision-making



Developing a digital-age workforce



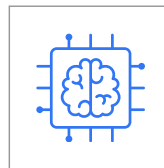
Increasing safety of operating equipment



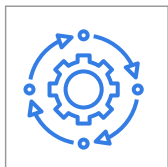
Increasing autonomy and mobility of DoD systems



Implementing predictive maintenance and supply



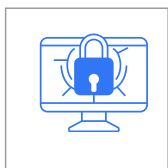
Application of AI/ML Scaffolding and AI Assurance



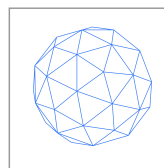
Streamlining business processes



Assuring Reliable Data Sources



Assuring cybersecurity



Discovering blue sky/other technology applications

“Thank you for creating Tradewinds and giving us the capability to get **commercial solutions out to the DoD faster and easier.**”

Quay Barnett, Chief Revenue Officer, Striveworks





# SPOTLIGHT ON SUCCESS



I would encourage small businesses to engage with the Tradewinds Solutions Marketplace. Submitting a video was simple. Plus, the comments and feedback from the evaluation team proved to be incredibly helpful.

Fred Gillenwater, Product Growth Architect, Tenet3

Tenet3 was awarded a \$1.35 Million contract through the Tradewinds Solutions Marketplace for their DIREWOLF program to develop, prototype, and deploy digital transformation technologies, within a sandboxed cloud environment, that function as repeatable exemplars to accelerate workforce development. These digital transformation technologies have been identified in conjunction with the Air Force Digital Transformation Office (DTO) to support broader strategic objectives.

The end goal of the contract is to have four digital engineering exemplars that demonstrate the use of tools and techniques for accelerating digital transformation. Each exemplar is being developed on an Agile sprint cadence with the DTO actively engaged throughout the process.

This contract award puts the Tenet3 team at the center of broader strategic digital initiatives within the Air Force Materiel Command to support workforce development.



# A FOCUS ON FEEDBACK

The Tradewinds Solutions Marketplace places a paramount emphasis on industry feedback, creating an approachable and helpful environment for all users. The Marketplace offers constructive feedback sessions that enable vendors to identify areas for improvement in their video submissions. Vendors are then welcome to resubmit improved videos based on this feedback.



Steve Meier  
Co-Founder, KungFuAI

## KungFu AI: Feedback Leads to Success

KungFu AI's remarkable journey underscores the critical role that constructive feedback plays in achieving success on the Marketplace. Their first solution pitch video fell short and was deemed non-awardable by the panel of SME assessors on the Tradewinds Solutions Marketplace. Alongside their evaluation rubric, the Tradewinds Marketplace assessors' included **key feedback on areas of improvement** and specific adjustments that would align KungFu AI's video pitch to the submission guidelines.

KungFu AI used the Tradewinds' assessors' feedback as a blueprint for improvement. They revised their proposal and resubmitted a significantly enhanced video that was deemed Awardable.

## KUNGFU.AI and CDAO Collaborate on AI Strategy for Defense Enterprise Ecosystem

KUNGFU.AI is proud to announce a direct US Government contract award through the [Tradewinds Marketplace](#). We have been selected to collaborate with the Department of Defense's Chief Digital and Artificial Intelligence Office (CDAO) on an AI strategy project to foster the development and adoption of effective AI solutions across the defense enterprise ecosystem.

KungFu AI then went on to secure an Award at a value of \$738,125 through the Tradewinds Solutions Marketplace for their solution titled "Artificial Intelligence Strategy and Engineering Services." This solution was procured by the CDAO Chief Technology Officer, CDAO.



Scale, the data infrastructure company for AI, is excited to announce that the Department of Defense (DoD) Chief Digital and Artificial Intelligence Office (CDAO) awarded us a new Other Transaction Agreement (OTA). Scale received the award via the CDAO's **Tradewind Solutions Marketplace**. This innovative digital repository of post-competition, readily-awardable solutions **addresses the Government's greatest challenges** in the AI/ML, digital, and data analytics space. Scale commends the CDAO and Tradewind for its **partnership with commercial technology leaders** to help the DoD achieve AI overmatch.



---

### **ScaleAI**

Secured three (3) awards through the Tradewinds Solutions Marketplace

Customer Organizations:

- CDAO
- National Air and Space Intelligence Center (NASIC)



## EVENTS:

Tradewinds events have been a tremendous mechanism to drive awareness about, and engagement through, the Solutions Marketplace. Some of the events we have hosted over the past year are:

**Acqui-Hack-a-Palooza:** An Acquisition Hackathon hosted at NCMA World Congress in July, 2023. In this session, designed to push the boundaries of contracting practices, **fifty-five** participants had two hours to create a two-page contract template and a five-minute pitch to deliver to a panel of judges from the CDAO and its supporting contracting activity, the Army Contracting Command in Rock Island, Illinois (ACC-RI).

INNOVATIONS | New Ideas, Approaches, Methods, and Tools to Inspire Innovative Thought

### Acquisition Hackathon Winner Fast-Tracks a DoD Contract

Federal contracting has been criticized for its slow pace and often antiquated procedures. But an innovative session at World Congress turned that idea on its head.



BY SANA UDDIN

COMPETENCIES



Representatives of the winning teams in the three Acquisition Hackathon awards (left to right) included Joe Furlak, Contracting Officer for the Transportation Security Administration in the Security Technology Acquisition Division; Inspiring Team 5, winner of The Inspector Innovation Award; Christina Havel of VA TAC OPAL; Inspiring Team 6, winner of The Gift of Gab Award; and Kristina Butelko, Contracting Officer, United States Air Force, Hanscom Air Force Base, Massachusetts (representing Team 8, winner of the "AcquiMaster" Award).



### THE ART OF THE PITCH



**Art of The Pitch:** “The Art of the Pitch” at NCMA Government Contract Management Symposium in November 2023 set the stage for insightful examination into the role pitch days play in modern procurement strategies, and how they can foster innovation, efficiency and fruitful collaboration between industry, academia and government partners. Teams designed impactful pitch days, then worked with an artist on site to bring their visions to life.



# VIRTUAL EVENTS:

Tradewinds Solutions Marketplace has hosted virtual events that stream live from the Tradewinds LinkedIn page. These events drive awareness about how the Marketplace operates, highlights success stories, answers FAQs, and underscores the value propositions for both the government and the industry audiences.



## AWARDABLE TO AWARDED

Featuring Scale AI: Sharing their story of securing Awards through through Tradewinds

Audience: 73 Attendees Live; Total Views: 308

- o 10% Government
- o 90% Industry and academia



## AWARDABLE TO AWARDED

Featuring Kung Fu: From having their video rejected, to receiving helpful feedback from Tradewinds Assessors and then securing government awards off the Marketplace

Audience: 71 Attendees Live; Total Views: 361

- o 5% Government
- o 95% Industry and academia



## TRADEWINDS BIRTHDAY BASH

Celebrating 1 year of the Tradewinds Solutions Marketplace with the new Announcement, answers to FAQs and tips for success.

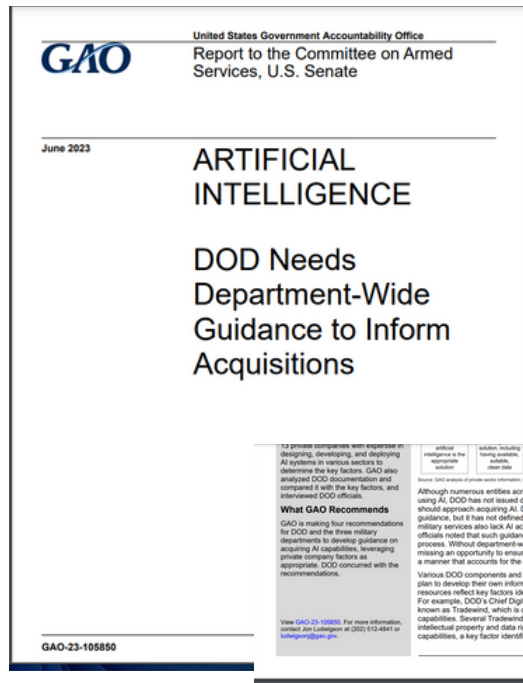
Audience: 92 Attendees Live; Total Views: 151

- o 8% Government
- o 92% Industry and academia





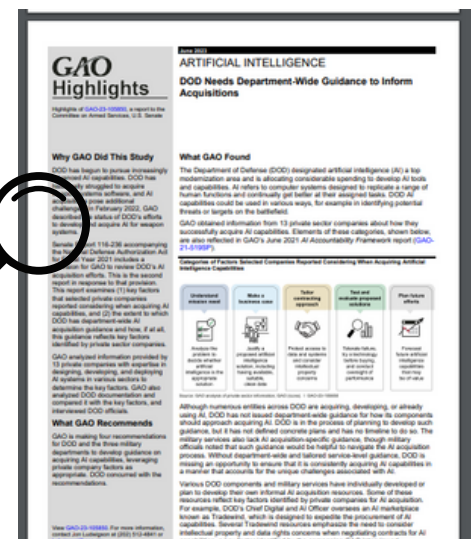
# GAO REPORT:



In the June 2023 GAO (Government Accountability Office) Report to Congress titled "ARTIFICIAL INTELLIGENCE: DOD Needs Department-Wide Guidance to Inform Acquisitions," Tradewinds was mentioned as a **resource for AI acquisitions.**

"Various DOD components and military services have individually developed or plan to develop their own informal AI acquisition resources. Some of these resources reflect key factors identified by private companies for AI acquisition. For example, DOD's Chief Digital and AI Officer oversees an AI marketplace known as Tradewind, which is designed to expedite the procurement of AI capabilities."

For example, at the Office of the Secretary of Defense level, the **Office of the Chief Digital and AI Officer** has developed various resources for AI acquisitions. In particular, **Tradewind—the AI acquisition marketplace** for users—provides the Tradewind AI Projects User Guide, which includes a process to help DOD personnel understand their problem statement, the capability needs, and the context of the issue. The **Chief Digital and AI Officer** also gives Tradewind users access to resources such as the Intellectual Property and Data Rights Related Customer Questions for Project Planning, and Tradewind Request for Discussion and Initial Proposal Template to help others plan their AI projects, proposals, capabilities, and developments.





## IN THE PRESS:

**GovCIO:** [“DOD CDAO Rethinks Adopting Department-Wide AI Acquisition Guidance”](#)

**FedScoop:** [“DOD trying new approach for Tradewind AI initiative”](#)

**US Dept of Defense:** [“Chief Digital & Artificial Intelligence Office Celebrates First Year”](#)

**JDSupra:** [“Defense Department’s Updated Procurement Process Allows Quicker Access to Private Sector AI Products”](#)

**GovConWire:** [“DOD CDAO Updates Open Call for Tech Proposals Under AI/ML Marketplace Initiative”](#)

**FedScoop:** [“DOD to roll out new online marketplace to speedily buy AI-aligned tech”](#)

**Defense News** [“An open call to the visionaries in government to change DoD culture”](#)





# Thank You

---

**NOVEMBER, 2023**